

# Plug-In Electric Vehicle Infrastructure: Site Segmentation & Selection Criteria



#### **Noel Crisostomo & Adam Langton**

Energy Division- Emerging Procurement Strategies
California Public Utilities Commission

CPUC Auditorium, June 10, 2015



## Agenda (morning)

Time (am)	Topic and Goal	Person, Organization
9:30	Administrative Items, Introduction, Purpose	Adam Langton, CPUC Noel Crisostomo, CPUC
9:45	AB 118, ZEV Action Plan Updates	Leslie Baroody, CEC Jim McKinney, CEC
10:15	Statewide PEV Infrastructure Assessment	Marc Melaina, NREL Josh Eichman, NREL
10:45	ED moderated discussion with panel	CEC/NREL & Stakeholders
11:15	Regional PEV Readiness Plans	Karen Schkolnick, BAAQMD Todd DeYoung, SJVAPCD Marco Anderson, SCAG Susan Freedman, SANDAG
12 pm	ED moderated discussion with panel	Civic & Air Agencies & Stakeholders
12:30 pm	Lunch We will restart promptly at 1:30	



## Agenda (afternoon)

Time (pm)	Topic and Goal	Person, Organization
2	Framework to Segment PEV Infrastructure	Adam Langton, CPUC Noel Crisostomo, CPUC
2:30	Breakouts: Interactive Brainstorming on Group Topics	Assigned Groups
2:50	Reconvene and Report	Assigned Groups
3:20	Reactions & Feedback	ED & Stakeholders
3:30	Break	
3:40	Applying the Framework to Infrastructure for Disadvantaged Communities	ED & Stakeholders
4:20	Wrap Up	ED



#### Safety & Misc.

- In case of an Emergency
  - Staff will call 911
  - To evacuate, proceed out of 1 of 4 exits:

    - 2 beside dais: ♠ Golden Gate, ♠ Franklin, ♠ Turk, end at Gough/Turk at Jefferson Square Park.
- Bathrooms & fountain across the Lobby



### Remote Participation

Meeting information
Topic: R.13-11-007 Plug-In Electric Vehicle (PEV) Infrastructure Site Selection Date: Wednesday, June 10, 2015 Time: 9:30 am, Pacific Daylight Time (San Francisco, GMT-07:00) Meeting Number: 275 706 023 Meeting Password: !Energy1
To start or join the online meeting
Go to <a href="https://van.webex.com/van/j.php?MTID=m47b41a21fa577f50eaa525fa52a554d4">https://van.webex.com/van/j.php?MTID=m47b41a21fa577f50eaa525fa52a554d4</a>
Teleconference information
Call-in passcode: 866-811-6884 Participant passcode: 8742156



#### **Ground Rules**

- When asking questions, please wait to be identified, and state your name and organization (into a microphone for remote participants).
- Remote participants:
  - Remain on mute unless identified.
  - Use the Raise Hand feature.
- Limit questions to clarify content on the current slide.
- Discussions will be held after each respective speaker.
- 30-second stretch breaks after a segment concludes.



### Today's Objectives

- 1. To discuss how the State's existing PEV research and readiness plans can be leveraged within the Commission's work on PEV infrastructure.
- 2. Provide Energy Division and parties greater understanding of issues affecting Site Selection.
- Discuss the importance of infrastructure in disadvantaged communities and how Site Selection Criteria might be used in this segment.



### 5/28/15 ALJ Ruling

#### **Energy Division staff may**

- Use information from the workshops to develop proposals on site selection & data guidelines.
- Propose how such information could be incorporated into the 3 Applications regarding PEV infrastructure.

Parties may incorporate issues or discussion into their formal filings within the 3 Applications.



California Energy Commission Leslie Baroody, Jim McKinney

# AB 118 & ZEV ACTION PLAN INITIATIVES



National Renewable Energy Laboratory Marc Melaina, Joshua Eichman

#### CALIFORNIA STATEWIDE PEV INFRASTRUCTURE ASSESSMENT



#### Discussion

- How should utilities use the Statewide Assessment in their evaluation of PEV infrastructure needs?
- What uncertainties (vehicle adoption and range, technology changes) will the utilities and CPUC need to navigate as they develop plans for PEV infrastructure deployments?



Susan Freedman, SANDAG Marco Anderson, SCAG Karen Schkolnick, BAAQMD Todd DeYoung, SJVAPCD

#### **REGIONAL PEV READINESS PLANS**



#### Discussion

- How should utilities leverage these Readiness Plans to find customers and select sites and locate infrastructure appropriately?
- What special regional considerations should the State be aware of in terms of planning infrastructure deployments? For example: commuting patterns, land use development densities, and other local factors.



California Public Utilities Commission - Energy Division Adam Langton Noel Crisostomo

# SITE SEGMENTATION & SELECTION CRITERIA

#### Goals from Charging Investments

Increase PEV Adoption

Increase Electric Miles

Meet Perceived Need of Potential PEV Buyers Allows PEV drivers to complete more electric-only trips

### Limited \$ < Total Sites

- Ensure that technology expenditures meet the constraints of the facilities and users' needs.
- Prioritize among sites to maximize benefits
- Numerous methodologies to Prioritize
  - First come, first serve
  - Installer judgment
  - Minimum requirement for certain categories
  - Restrictions
  - Weigh/Rank based on criteria

#### Limited \$ < Total Sites

- Ensure that technology expenditures meet the constraints of the facilities and users' needs.
- Prioritize among sites to maximize benefits
- Numerous methodologies to Prioritize
  - First come, first serve

Must define site characteristics

- Installer judgment
- Minimum requirement for certain categories
- Restrictions
- Weigh/Rank based on criteria

#### Two Aspects of Prioritization

<u>Site Segmentation</u> can influence the design of an individual site's charging technology solution.

"Should Level 1 or Level 2 be installed at workplaces?"

<u>Selection Criteria</u> can drive allocations of funding among individual sites (given their varied value to meeting State goals)

"What share of investment should be focused on Workplace vs. MUD?"

"Would deployments in Silicon Valley or the City have a greater effect on expanding regional eVMT?"

#### Segment Characteristics

A given PEV infrastructure site is defined as a physical property that has parking.

Segmentation is determined by two characteristics:

User characteristics (driver)

Facility characteristics

(parking lot operator and/or property owner)

#### **User Characteristics**

	Resident
T C	Visitor
Type of User	Employee
	Fleet
	Long
Dwell Time	Medium
	Short
	Primary
Eroguenev	Everyday
Frequency	Occasionally
	Unexpected
	Low (top off)
Charge Amount	Medium (Return Home)
	High (full refill)

# User Type Largely Defines Parking Characteristics, though Employees and Visitors have diverse Needs

	Dwell Time	Frequency	Re-charge Need
Resident	Long	Primary	High
Employee	Long/Med/Short	Everyday/Occasionally	Medium
Visitor	Long/Medium/Short	Everyday/Occasionally/ Unexpected	High/Medium/Low
Fleet	Long	Primary	High

#### **Facility Characteristics**

Parking Access
Public
Not dedicated

Control of Space

Restricted to PEVs

Dedicated to a specific driver

#### **Facility Characteristics**

Private – Dedicated

Private – Restricted to PEVs

Private – non-dedicated

Public – Restricted to PEVs

Public – non-dedicated

	Private	Public
Dedicated to a driver		
Restricted to PEVs		
Not dedicated		

#### **CPUC Parking Garage**

Type of User: Employees and Fleet

Dwell Time: Long

Frequency: Everyday

Parking Access: Private

Control: Non-dedicated (employees)

Dedicated (fleet)

# PUBLIC PARKING ENTRANCE

#### Opera Plaza Garage

Type of User: Residential, Employee, Visitor

Dwell Time: Varies

Frequency: Varies

Parking Access: Private and Public

Control: Dedicated and non-dedicated

## **User Characteristics**

type of user(s) dwell time frequency

## Facility Characteristics

Parking access
Control of parking spaces

#### **Technology Solution**

Charge Level

**Proximity** 

**User Prioritization** 

**Grid Prioritization** 

## Technology Design

#### **Authentication**

identify eligible user

#### **Proximity**

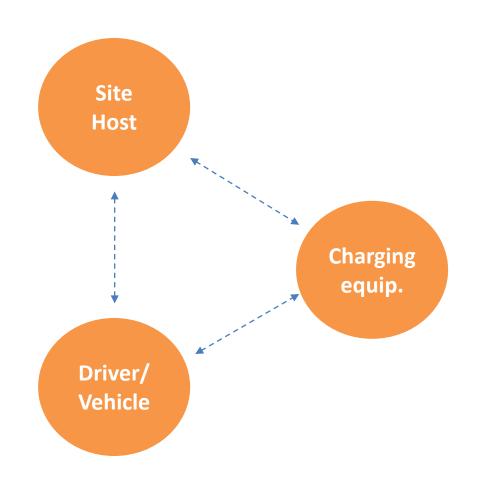
charge cordset must reach vehicle inlet

#### **User Prioritization**

who gets to go first?

#### **Grid Prioritization**

usage should be aligned with grid conditions and facility demand charges



#### Segmentation Keys

Residents and Fleets have consistent, predictable charging needs

Employees and Visitors have varying needs depending on their specific circumstances

Dedicated parking spots give the driver the most reliable access to charging

Non-dedicated and 'PEV only' parking introduce complexity for parking lot operators and drivers, but increase efficient use of infrastructure investments

Technology and program design need to respond to the specific user needs and facility characteristics in order to be successful

# Parking managers will invest first in solutions that improve efficiency to reduce costs

2011	2012	2013	Impactful Trends
24	57	59	Technology to improve access control & automate payment
32	64	54	Cashless & electronic payment
27	49	52	Mobile phones to find, reserve, & pay for parking
	49	43	Collaboration btw. Parking, transporation, & planning decisionmakers
44	49	38	Increasing revenue
23	37	31	Improve customer service
36	36	30	Green and sustainable solutions
		28	Parking information systems/dashboards
14	29	25	Wireless sensors for traffic management
23	25	24	Public/Private Partnerships
19	20	20	Accommodate PEVs & charging stations
	21	17	Aesthetics
12		14	Security
		14	Human resources
		11	Alternate facility uses during off-peak hours
		10	Robotic/automated parking

# IPI considers AFVs to be the least important social driver of change to their business

2012	2013	Most Influential Societal Changes
56	62	Traffic Congestion
54	54	Gas prices
46	44	Liveable, walkable communities
50	43	Focus on environment & sustainability
23	34	Aging population
25	<b>2</b> 9	Bicycle commuters
40	26	Urban migration
17	22	Safety
16	16	Aesthetics
8	13	Alternative Fuel Vehicles



#### Two Aspects of Prioritization

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"What share of investment should be focused on Workplace vs. MUD?"

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#### Selection Criteria

- May help establish a Loading Order-like set of guidelines that can assist IOUs and EVSPs in ranking prospective PEV customers and choosing among them.
- Potential Benefits:
  - Evaluation for potential EVSE usage and project viability
  - Leverages research like regional plans and adoption models to determine charging network expansion effects
  - Transparency for sites that are "on the margin" and are chosen (or not) given limited funding
  - Ensures additionality by preventing duplication of infrastructure provider efforts and limiting free ridership (if programs are evaluated)



# Selection Criteria measure installation contributions to Adoption & eVMT Goals

continuations to Macpulon & evivir douis		
Potential Criterion	Evaluates an Infrastructure Installation's	
Visibility	Ability to serve as a demonstration to increase the public's acceptance of PEVs.	
Demand Inducement	Ability to meet future PEV needs by leading purchases	
Demand Support	Ability to serve existing PEVs demand to expand electric range and gasoline displacement (esp. Plug-in Hybrids)	
Regional Expansion	Potential to serve as a hub to unlock travel to/from exurbs or enable new adopter segments.	
Equity	Role in availing infrastructure to segments of the population or locations with relatively lower adoption levels.	
Parking Regulation	Ability to enable adoption despite local ordinances or zoning that may limit one's ability to easily install infrastructure.	
Vehicle-Grid Integration	Locational effectiveness as part of an aggregated Distributed Energy Resource to provide beneficial facility, distribution, or system services.	
Distribution Upgrades	Costs associated with providing service to new transportation load.	



#### Challenges with Selection Criteria

- Applying these criteria is both art and science.
  - A utility's discretion to, for example, avoid costlier installations or pursue more visible installations may impact competing infrastructure providers.
- Some criteria involve empirically-unavailable or difficult to measure metrics\* that may be less familiar to the utilities.
  - Turnover of Occupants and Employees
  - Frequency of Vehicle Purchases by Income
  - "If [we] build it, [and drivers] come," but in stages -given varied vehicle purchase timeframes- what assumptions do we make for the resultant ramp-up in utilization?
- How to ensure transparency and fairness while respecting customer privacy (travel, energy use, demography)?

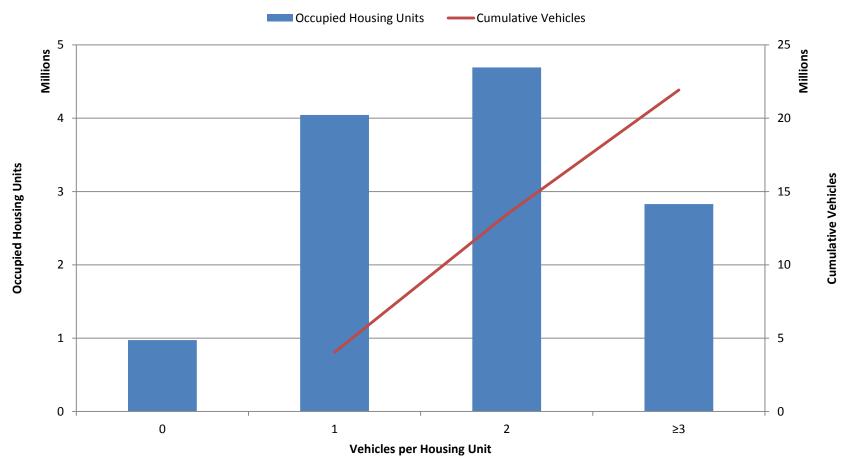


#### Regional, Facility, User, & PEV Factors

- Regardless of the use of a Segmentation or the Selection Criteria, infrastructure installations will be affected by site-specific factors that alter prototypical designs and cost assumptions.
- While not exhaustive, the following data provides insight to the types of variation among residential Users and Facilities in California.
  - Facility Type, Vintage, and Size
  - Facility Ownership and Occupant Incomes
  - Vehicle Acquisition

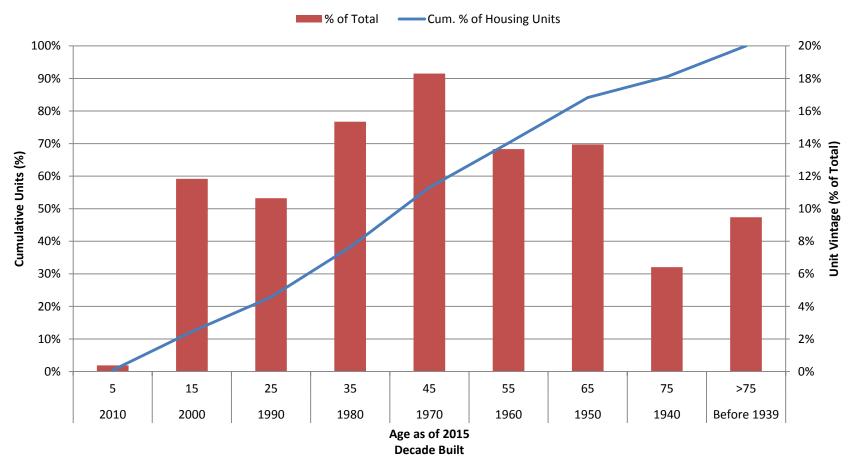
Keep these factors in mind for the subsequent activity.

# Efforts must expand to the order of 23 M vehicles<sup>1</sup> & 13 M housing units<sup>2</sup>.



- 1. CA Department of Motor Vehicles for 2014.
- 2. U.S. Census Bureau, 2009-2013. 5-Year American Community Survey.

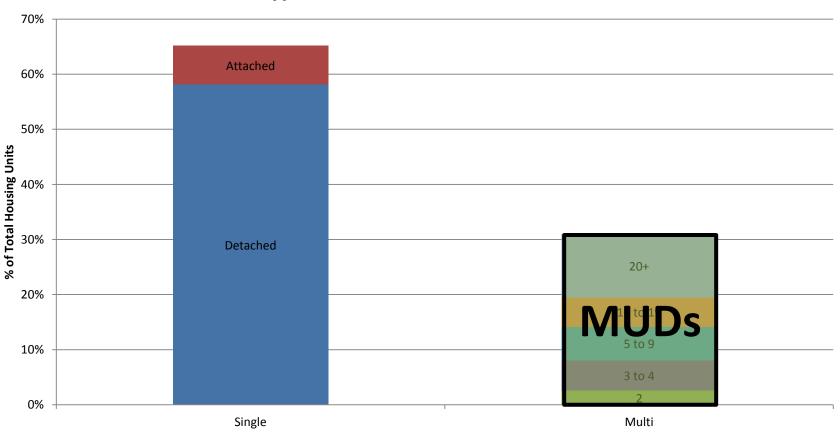
# Half of the housing stock will be 50 years or older by 2020.



How does this affect the assumptions for electrical upgrades for infrastructure?

# Multi-Unit Dwellings are a third of housing and vary widely in size.

Type and # of Units in Structure



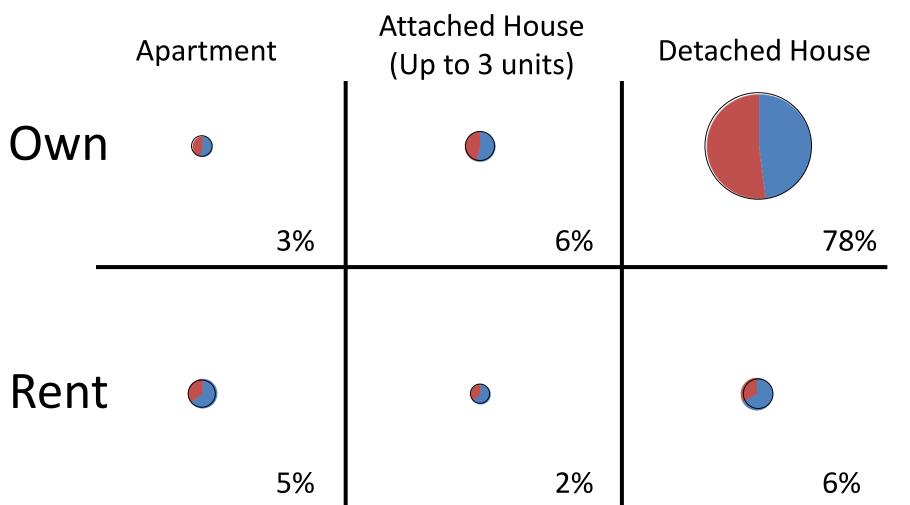
How does installing an array of 10 EVSE (which may provide greatest scale economies)

affect the choice to install in smaller-sized MUDs?





# Detached homeowners are the only segment more likely to purchase than lease a PEV.





# Statewide averages obscure regional differences in PEV preference.

		CHEV	ROLET			Pin	ed		NISSAN		<b>7</b>			то	YOTA							
STATE	Chevrolet				Fo	rd		Niss	an	Tes	Tesla PHEV		Toyota			Other						
	BE	v	PHI	EV	BEV		PHEV		BE	V			PH	BEV		PHEV		/	PHEV			
\$000 Income	L	P	L	Р	L	Р	L	Р	L	P	L	P	L	Р	L	Р	L	P	L	Р	Income % Total	Cum.
<25	3	1	12	6	2		4	2	21	3		5	1	1	3	11	16	1			0.7%	0.7%
<50	15	4	48	35	12	4	23	21	109	11		14	6	1	27	54	79	10	1	2	3.7%	4.4%
<75	31	11	114	96	16	7	58	60	174	33	1	33	9	4	49	89	158	24	2	1	7.6%	12.0%
<100	26	12	143	171	29	4	72	81	282	70		60	18	9	43	124	191	32	3	5	10.7%	22.7%
<125	37	21	197	234	38	5	100	110	308	76	2	123	33	11	53	187	203	27	5	6	13.8%	36.6%
<150	22	9	149	157	33	9	74	85	304	56	1	121	28	9	35	113	189	26	2	12	11.2%	47.7%
<175	18	13	128	144	31	14	51	93	241	58	1	126	26	10	35	107	163	22	4	12	10.1%	57.8%
<200	19	7	97	130	23	14	43	68	200	38		113	28	13	21	65	130	17	1	7	8.1%	65.9%
<250	12	8	163	155	28	19	72	95	256	53	7	215	37	18	23	101	162	32	3	8	11.4%	77.3%
<300	10	3	98	82	23	4	36	48	116	24		213	27	12	8	62	90	22	5	4	6.9%	84.2%
<350	8	5	64	53	5	2	21	31	74	15	6	137	15	2	9	32	60	15	2	2	4.3%	88.6%
<400	2	3	23	27	3		15	13	43	10	2	85	8	1	10	17	26	12	1	3	2.4%	91.0%
<450		1	16	21	7		2	14	26	4	2	100	1		2	9	20	5		1	1.8%	92.8%
<500	1		16	6	2		1	4	9	1	2	58		1	2	3	17			2	1.0%	93.7%
>500		2	47	31	4	4	11	14	31	10	16	508	10	8	6	27	47	14	7	6	6.3%	100.0%
Model % Total	2%	1%	10%	11%	2%	1%	5%	6%	17%	4%	0%	15%	2%	1%	3%	8%	12%	2%	0%	1%		



# Selection Criteria should be differentiated by regional markets and customer needs.

Note: Shading is relative to each row (utility or State)

Percent of Total P	EV Mai	rket by	Vehic	le Туре	and A	cquisit	tion (Le	ease, L	or Pur	chase,	P)									
	Chevrolet			Ford			Nissan		Tesla		Toyota				Other					
	BEV		PHEV		BEV		PH	IEV BE		V BEV		V	BEV		PHEV		BEV		PHEV	
	L	Р	L	P	L	P	L	Р	L	P	L	Р	L	Р	L	Р	L	Р	L	Р
PG&E	2%	1%	7%	10%	2%	1%	4%	6%	21%	5%	0%	16%	2%	1%	2%	7%	11%	2%	0%	1%
SCE	2%	0%	15%	11%	1%	0%	5%	5%	12%	2%	1%	14%	2%	0%	4%	9%	13%	2%	0%	0%
SDG&E	2%	1%	7%	11%	4%	1%	6%	6%	17%	5%	0%	14%	2%	1%	1%	6%	14%	3%	0%	1%
State	2%	1%	10%	11%	2%	1%	5%	6%	17%	4%	0%	15%	2%	1%	3%	8%	12%	2%	0%	1%











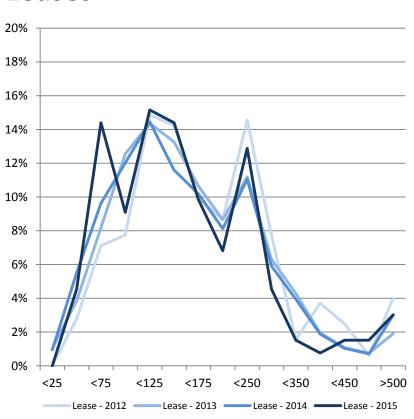
For many models, SCE customers tend to lease their PHEVs more often.

PG&E and SDG&E customers have a stronger preference for BEVs than SCE.

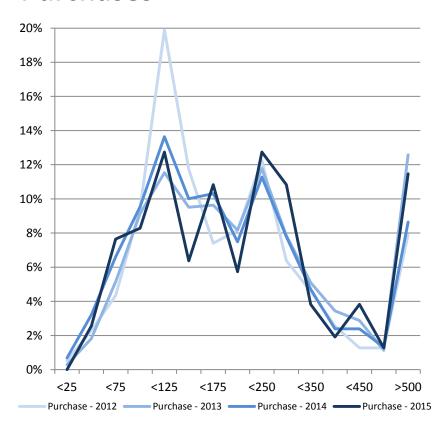


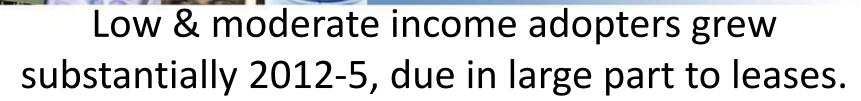
# How have income distributions of PEV acquisitions changed since 2012?

#### Leases

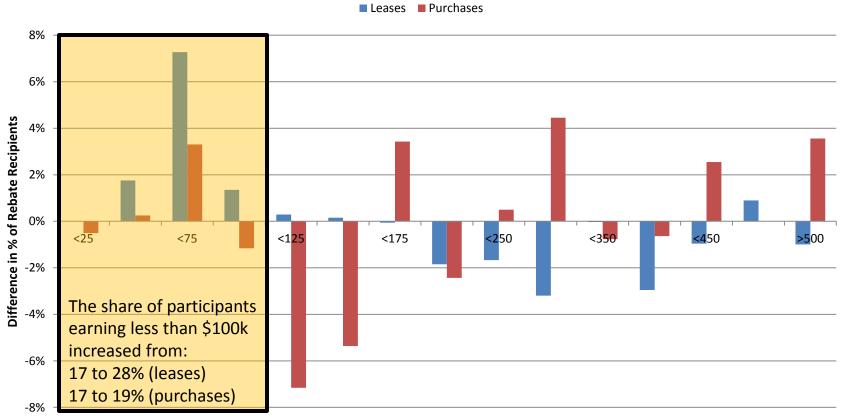


#### **Purchases**



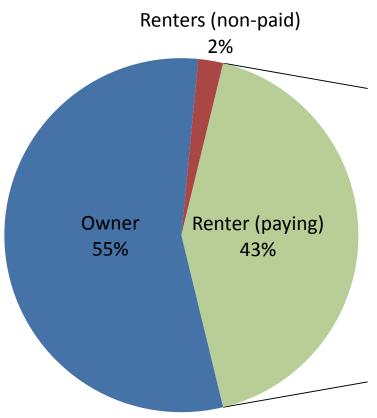


Comparison of Procurement Type by Income (\$000), 2012 to 2015



How can we leverage information in the PEV ecosystem to geo-target infrastructure for the most immediate benefit?

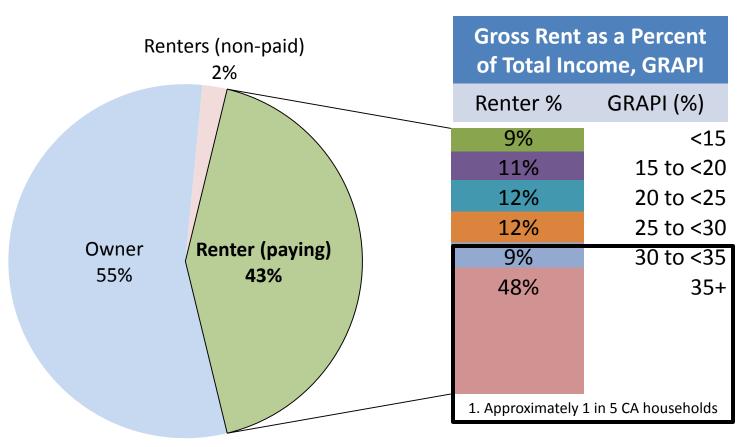
# About half of the State's 12.5 M occupied housing units are rented.



While lessors of a dwelling must approve their lessee's request to install EVSE (AB 2565), other adoption barriers may exist.

Occupant of Occupied Housing Units

# Half of renters<sup>1</sup> pay one-third or more of their income on rent.



Occupant of Occupied Housing Units

Is it appropriate to increment incentives based on economic need?



## Discussion

- Does the Site Segmentation make sense?
- What additional Selection Criteria can be helpful for ensuring progress toward our PEV goals?
- How can we make more data-driven and robust planning decisions?



Stakeholder Activity

## **INTERACTIVE BRAINSTORM**



## Brainstorm Instructions (1)

#### **Group Discussion Topic**

- How can we manage <u>turnover</u> among occupants and employees?
- 2. How do we weigh the grid value of <u>VGI-enabled EVSE</u> versus higher initial cost?
- 3. How do we serve MUD residents without *private parking*?
- 4. What *quantity of EVSE* should be installed given uncertain future demand at a given site?
- 5. How should *facility size* (e.g. duplex vs. high-rise) impact site selection?
- 6. How do we *minimize free ridership* and leverage private investment?

#### **Consider Topic Qs among Lenses**

- 1. Coordinated Planning
- 2. Tradeoffs
- 3. Resilient Infrastructure
  - Minimize obsolescence
- 4. Market Actor Perspectives
  - The facility hosting the infrastructure
  - The PEV driver
  - Others

See Agenda for details.



## Brainstorm Instructions (2)

#### **Rules**

- Each individual is assigned to a group. Count off 1 to 6.
- We encourage new ideas and we will not attribute them to individuals or their organizations.
- Roles:
  - Discussants
  - Note-taker
  - Presenter(s)
- Supplies:
  - Posters, Post-Its, Markers

#### **Timing**

#### **Breakout Time (20 min)**

- 3-5 min: Individually note ideas to answer your question by the 4 Lenses.
- 10-12 min: Discuss among group.

#### Reconvene & Report (30 min)

 5 min: Each Group's presenter(s) summarizes responses.

Reactions/Discussion (10 min)



California Public Utilities Commission - Energy Division & Stakeholders

# APPLICATION: INFRASTRUCTURE IN DISADVANTAGED COMMUNITIES



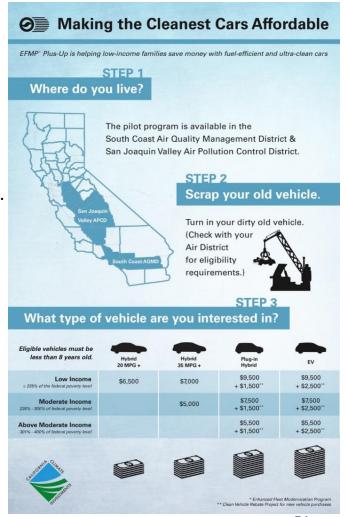
### MUD, Income, & Geo-Targeted Initiatives

#### Charge Ahead California Initiative (SB 1275)

Establish programs that further <u>increase access to and direct</u>
 <u>benefits</u> for disadvantaged, low-income, and moderate
 income communities and consumers from electric
 transportation including... <u>Deployment of charging</u>
 <u>infrastructure in MUD</u> in disadvantaged communities to
 remove barriers to zero-emission and near-zero-emission
 vehicle adoption by those who do not live in detached homes.

#### GHG Reduction Fund (SB 535)

- <u>Disadvantaged Communities</u> are identified based on geographic, socioeconomic, public health, and environmental hazard criteria including
  - (a) Areas disproportionately affected by environmental **pollution** and other **hazards** that can lead to negative public **health effects, exposure, or environmental degradation**.
  - (b) Areas with concentrations of people that are of <u>low</u> <u>income</u>, high <u>unemployment</u>, low levels of <u>homeownership</u>, high <u>rent burden</u>, <u>sensitive populations</u>, or low levels of <u>educational</u> attainment.





## **Discussion Questions**

In Disadvantaged Communities...

- How do we evaluate potential future demand for charging infrastructure?
- How do we evaluate the effectiveness of infrastructure investments?
- What types of infrastructure and business models are most appropriate given use and facility characteristics?



## Wrap Up

- Site Selection Workshop (6/10)
  - Questions & comments from any part of the workshop.
  - Are there resources or data related to Site Segmentation & Selection Criteria that you want Energy Division to know about?
  - How would parties like to capture thoughts with the information presented and gathered today?
- Metrics Workshop on (6/16)
  - What specific issues or activities would you like Energy Division to focus more attention during the Metrics workshop?
  - Please prepare by coming with ideas on how to measure proposed Selection Criteria or propose additional criteria.
  - ED will set and notice an agenda based on informal feedback received to the above questions. <u>Please send to Adam & Noel by COB 6/11.</u>



### Thank you for participating!

#### **CPUC Alternative Fuel Vehicles Page**

http://www.cpuc.ca.gov/PUC/energy/altvehicles/

#### **Adam Langton**

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## **APPENDIX**



## Regulatory & Policy Imperatives



Senate Bill 626 (2009) & P.U. Code 740.2



Executive Orders B-16-2012 & B-30-15



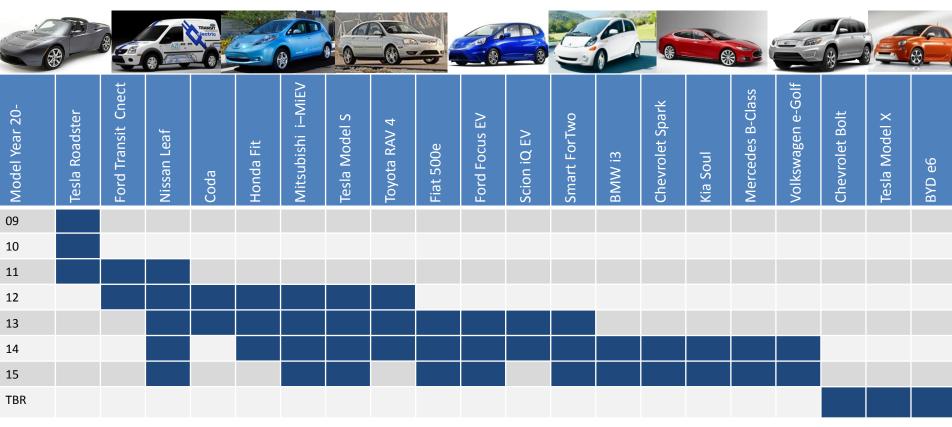
Climate Change Scoping Plan Update

# Existing Laws and Regulations Governing EV Infrastructure

Enacted	Requirement
1990: PU Code 740.3	Evaluate and implement policies to promote the development and infrastructure needed to facilitate the use of electric powerto fuel low-emission vehicles.
2006: PU Code 740.8	Defines ratepayer interests in PU Code 740.3 to include safety, reliability, and cost savings; activities that promote EE, environmental and health benefits from reduced air pollution and GHG, and increased alternative fuel use
2009: PU Code 740.2	Overcome barriers to the widespread deployment and use of PHEV and EV.
2010: D.10-07-044	Providers of electric vehicle charging services are not subject to regulation as a public utility
2011: D.11-07-029	The benefits of utility ownership of EVSE do not outweigh the competitive limitation that may result from it.
	<ul> <li>Until 2013, treat PEV upgrade costs in excess of the residential allowance as Common Facility Costs</li> </ul>
2012: EO B-16-2012	• 2015: Metropolitan areas will accommodate ZEVs, each with infrastructure plans and streamlined permitting;
	2020: Infrastructure will be able to support up to 1 M ZEVs;
	2025: Californians will have easy access to ZEV infrastructure;
2013: D.13-06-014	Until 2016, due to de minimis costs, continue the Common Facility Cost Treatment of D.11-07-029
SB 454	Electric Vehicle Charging Stations Open Access Act
AB 1092	<ul> <li>Building Standards Commission to mandate the installation of future EV infrastructure for parking spaces in MDU &amp; Non-Res Development</li> </ul>
2014: AB 2565	
SB 1275	Deploy charging infrastructure in MDU in disadvantaged communities to remove barriers to ZEV adoption
D.14-12-079	• Reaffirm balancing test of D.11-07-029 but review utility proposals for EVSE ownership on a case-by-case basis.



Many Battery Electric Vehicles (BEVs) are available today and will soon be released featuring longer ranges, lower costs, and new model types.



















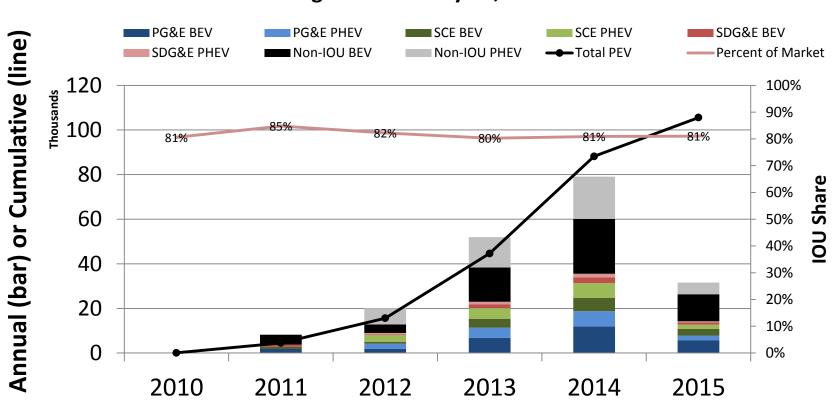
Many Plug-In Hybrid Electric Vehicles (PHEVs) are available today and will soon be released featuring longer ranges, lower costs, and new model types.





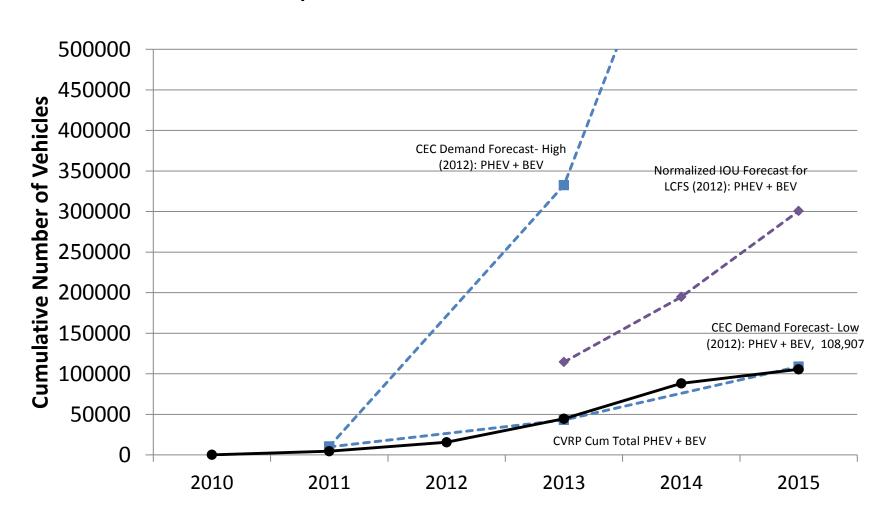
### Commensurately, PEV use continues to grow...

#### Plug-In Electric Vehicle recipients of the Clean Vehicle Rebate Program as of May 25, 2015





#### ...However, adoption tracks CEC's "Low" Forecast.





## The "median" adopter varies in income across IOU territories.

Percent of Total PEV Market by Driver Income, 50th Percentile Highlighted \$000 Income PG&E SCE SDG&E 1% 1% 0% <25 <50 3% 4% 4% 9% 6% 9% <75 10% 11% <100 13% 13% 15% 16% <125 <150 12% 11% 10% 10% 10% <175 11% 7% 8% 8% <200 13% 10% <250 11% 8% 6% 6% <300 5% 4% 3% <350 <400 3% 2% 2% 2% 1% 2% <450 1% 1% <500 1% >500 6% 7% 5%





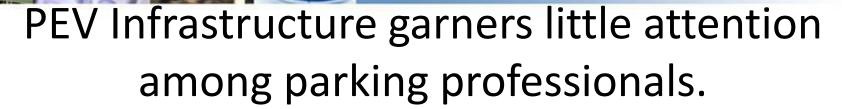
#### Income Distribution by Region, Make, and Acquisition Type







PG&E		Chev	rolet			Fo	rd		Niss	an	Te	sla		Tov	ota			Ot	her			
	ВЕ	1	PHI	EV	BE		PHE	v	BE		PH		BEV	- 7	PHI	ev l	BE		PHI	EV		
\$000 Income	L	Р	L	Р	L	Р	L	Р	L	Р	L	Р	L	Р	L	Р	L	Р	L	Р	Income % Total	Cum.
<25	-	1	2	5			1	1	10	2	_	4		1		4	9				0.6%	0.6%
<50	7	1	18	13	8	3	10	11	43	5		9	2	1	5	24	35	7		1	3.1%	3.7%
<75	7	4	30	39	7	5	11	27	87	18		19	2	3	15	40	63	10	1		5.9%	9.6%
<100	15	11	57	79	14	2	26	41	153	43		27	8	6	7	60	81	14		1	9.8%	19.5%
<125	17	15	66	103	19	4	42	64	181	49		60	15	5	12	78	93	15	2	3	12.9%	32.4%
<150	11	5	55	71	16	5	36	46	199	32		68	12	5	17	60	92	17	2	5	11.5%	43.9%
<175	9	11	41	76	14	11	25	59	150	38	1	71	10	7	12	47	75	6	3	7	10.3%	54.1%
<200	9	6	33	70	11	6	21	37	132	24	1	64	17	9	7	35	62	10	3	2	8.5%	62.6%
<250	8	5	72	85	18	13	39	55	183	38	5	128	18	12	9	51	83	19		5	12.9%	75.6%
<300	8	3	43	47	16	2	21	27	85	16	J	115	16	8	3	33	45	10	2	1	7.7%	83.2%
<350	5				4	2	12				3			o	2			9		1	4.9%	88.1%
	2	2 3	30	30	4		7	18	60	12	3	68	8	4	6	16	36		1	2		
<400	2	3	11	12	_		/	8	28	7		53	4	1	ь	9	16	8	1		2.7%	90.8%
<450		1	7	12	5			10	22	3		58	1		_	7	6	3		1	2.1%	92.9%
<500	1		10	4	1		1	4	8	1	1	29		1	2	2	8	_		2	1.1%	94.0%
>500		2	15	16	2	4	3	9	19	7	1	252	3	7	3	11	27	5	3	2	6.0%	100.0%
Model % Total	2%	1%	7%	10%	2%	1%	4%	6%	21%	5%	0%	16%	2%	1%	2%	7%	11%	2%	0%	1%		
SCE	nevrole	1	I		Ford		l		Nissan		Tesla		Toyota		l	1	Other		l			
	BEV		PHEV	_	BEV		PHEV	_	BEV	_	PHEV	_	BEV		PHEV	_	BEV		PHEV	_		_
\$000 Income	L	Р	L	Р	L	Р	L	Р	L	P	L	Р	L	Р	L	P	L	Р	L	Р	Income % Total	Cum.
<25	3	_	10	1	2		3	1	11	1			1		3	7	6	1			1.0%	1.0%
<50	7	2	28	20	1	1	10	8	55	5		4	3		20	24	36	1	1		4.4%	5.4%
<75	21	6	74	42	8	1	41	27	65	11	1	12	5	1	33	44	69	11	1	1	9.3%	14.7%
<100	6	1	78	75	10	1	33	29	94	23		22	9	2	34	57	87	14	3	4	11.4%	26.1%
<125	17	4	118	103	10	1	44	36	90	17	2	53	14	6	38	90	89	12	3	1	14.7%	40.8%
<150	8	3	83	75	10	2	32	29	84	17	1	41	14	4	17	46	79	7		5	10.9%	51.7%
<175	9	1	75	53	10	3	19	29	69	10		43	12	2	20	56	67	12	1	3	9.7%	61.4%
<200	9		59	43	6	6	20	24	46	8		41	9	2	14	27	57	5	1	3	7.5%	68.9%
<250	2	3	84	60	6	2	25	30	55	7	1	71	14	3	14	43	61	10	2		9.7%	78.5%
<300	1		49	31	6	2	10	15	27	7		77	10	2	5	25	40	7	3	2	6.3%	84.8%
<350	3	3	31	22	1		7	9	8	1	2	59	5	2	7	15	22	3	2		4.0%	88.7%
<400			10	14	2		7	4	9	1	2	25	4		4	8	8	3		1	2.0%	90.7%
<450			8	8			2	4	3	1	2	32			1	2	11	1			1.5%	92.2%
<500			6	2					1		1	26					8				0.9%	93.1%
>500			27	12	2		8	4	11	3	15	213	7	1	3	13	19	7	4	4	6.9%	100.0%
Model % Total	2%	0%	15%	11%	1%	0%	5%	5%	12%	2%	1%	14%	2%	0%	4%	9%	13%	2%	0%	0%		
SDG&E	nevrole	+			Ford				Nissan		Tesla		Toyota				Other					
JUGAL	BEV	- 1	PHEV		BEV		PHEV		BEV		PHEV		BEV		PHEV		BEV		PHEV			
\$000 Income	L	Р	PHEV	Р	DEV	Р	I	Р	L	Р	PHEV	Р		Р	PHEV	Р	L	Р	I	Р	Income % Total	Cum.
•		Р		- Г	-	Г		Г		Р	-	P 1	L	г		Р	1	- Г		Р		
<25	1	1	2	2	2		2	2	11	1		1	1		2	_		2		1	0.2%	0.2%
<50	1	1	2		3	1	3	2	11	1		1	1		2	6	8	2		1	4.0%	4.1%
<75	3	1	10	15	1	1	6	6	22	4		2	2	4	1	5	26	3			9.1%	13.3%
<100	5	•	8	17	5	1	13	11	35	4		11	1	1	2	7	23	4		_	12.5%	25.8%
<125	3	2	13	28	9		14	10	37	10		10	4		3	19	21	_		2	15.7%	41.5%
<150	3	1	11	11	7	2	6	10	21	7		12	2		1	7	18	2		2	10.4%	51.9%
<175		1	12	15	7		7	5	22	10		12	4	1	3	4	21	4		2	11.0%	62.9%
<200	1	1	5	17	6	2	2	7	22	6		8	2	2		3	11	2		1	8.3%	71.2%
<250	2		7	10	4	4	8	10	18	8	1	16	5	3		7	18	3	1	2	10.8%	82.0%
<300	1		6	4	1		5	6	4	1		21	1	2		4	5	5		1	5.7%	87.6%
<350			3	1			2	4	6	2	1	10	2			1	2	3			3.1%	90.8%
<400			2	1	1		1	1	6	2		7					2	1			2.0%	92.8%
<450			1	1	2				1			10			1		3	1			1.7%	94.5%
<500					1							3				1	1				0.5%	95.0%
>500			5	3				1	1			43				3	1	2			5.0%	100.0%
Model % Total	2%	1%	7%	11%	4%	1%	6%	6%	17%	5%	0%	14%	2%	1%	1%	6%	14%	3%	0%	1%		



- Surveys of parking and transportation professionals by the International Parking Institute (IPI) indicate that their members consider PEVs as a lower-level issue. Particularly compared to:
  - Securing payment and ensuring revenue through the use of new technology.
  - Decreasing monitoring and maintenance costs.
  - Addressing societal trends that may jeopardize continued profitability.



## Parking managers will invest first in solutions that ensure revenue improve facility management

2011	2012	2013	Impactful Trends
24	57	59	Technology to improve access control & automate payment
32	64	54	Cashless & electronic payment Payment
27	49	52	Mobile phones to find, reserve, & pay for parking
	49	43	Collaboration btw. Parking, transporation, & planning decisionmakers
44	49	38	Increasing revenue
23	37	31	Improve customer service
36	36	30	Green and sustainable solutions
		28	Parking information systems/dashboards
14	29	25	Wireless sensors for traffic management  Monitoring
23	25	24	Public/Private Partnerships
19	20	20	Accommodate PEVs & charging stations
	21	17	Aesthetics
12		14	Security
		14	Human resources
		11	Alternate facility uses during off-peak hours
		10	Robotic/automated parking



## High priority sustainability measures also improve space utilization and decrease major energy end-use costs.

2012	2013	Greates	st Potential for Sustainability
51	57	Guidance systems to parl	Higher Throughput &
57	55	Efficient Lighting	Higher Inroughput &
43		Alternative Travel	<b>Lower Energy Costs</b>
40	33	Automated Payment	Lower Lifeigy Costs
17	21	Accommodate PEVs	
23	20	Install Renewables	Distributed Generation
25	14	Photovoltaics	Distributed Generation
14	11	Water/Stormwater Mana	agement Systems
8	9	Permeable Pavements	
11	7	Recycled Building Materi	ial
3	3	Waste Management Syst	ems



# IPI considers AFVs to be the least important social driver of change to their business

2012	2013	Most Influential S	ocietal Changes
56	62	Traffic Congestion	
54	54	Gas prices	
46	44	Liveable, walkable communities	<b>Negative Impacts</b>
50	43	Focus on environment & sustainabil	itv •
23	34	Aging population	on Revenue
25	29	Bicycle commuters	
40	26	Urban migration	
17	22	Safety	
16	16	Aesthetics	
8	13	Alternative Fuel Vehicles	

3

#### **Most Influential Societal Changes on Parking - Ranking**

	*			*	EPA						播		200000
	AUSTRALIA	BRAZIL	BRITAIN	CANADA	EPA	FINLAND	GERMANY	IRELAND	JAPAN	NORWAY	SPAIN	SWEDEN	USA
Increased Traffic Congestion	1	2	2	1	1	4*	2	4	-	3*	<b>3</b> *	-	1
Increased Fuel Prices	2	-	3	3	3	-	3	2	In top 5	-	<b>1</b> *	-	2
Increased use of mass transit	<b>3</b> *	-	-	5	<b>4</b> *	4*	-	<b>5</b> *	In top 5	3⁺	3⁺	<b>5</b> *	-
Economic pressures	3*	4	1	-	2	-	-	1	In top 5	3*	1*	-	Not asked in USA survey
Focus on sustainability	5	5	-	2	<b>4</b> *	1*	-	-	-	1*	-	1	4*
Desire for walkable communities	-	-	-	4	-	1*	<b>4</b> *	<b>5</b> *	In top 5	1*	-	2*	3
Aging population	-	-	-	-	-	1*	1	-	In top 5	-	-	-	5
Increased migration to urban areas	-	3	-	-	-	4*	-	-	-	<b>3</b> *	-	<b>5</b> *	-
Concerns about safety	-	1	-	-	-	-	<b>4</b> *	-	-	-	-	-	-
Increased use of bicycles	-	-	5	-	-	-	-	3	-	-	-	-	-
Aggressive lobbying from motorists	-	-	4	-	-	-	-	-	-	-	3*	-	-
Increased work flexibility	-	-	-	-	-	-	-	<b>5</b> *	-	-	<b>3</b> *	-	-
Increased number of alternative fuel vehicles	-	-	-	-	-	-	-	-	-	-	-	2*	-
Desire for more aesthetic design	-	-	-	-	-	-	-	-	-	-	-	<b>2</b> *	-

<sup>\*</sup>Indicates a tie